

Message Text

PAGE 01 QUITO 03732 061817Z

62

ACTION COA-02

INFO OCT-01 ARA-16 ISO-00 INT-08 DLOS-07 EB-11 COME-00

SWF-02 L-03 CG-00 DOTE-00 PRS-01 USIA-15 PA-04 AID-20

DRC-01 /091 W

----- 053865

R 061453Z JUN 73

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 1264

C O N F I D E N T I A L QUITO 3732

FOOLLOWING RECD FROM AMCONSUL GUAYAQUIL 06/05/74; REPEATED TO U:

QUOTE:

C O N F I D E N T I A L GUAYAQUIL 576

E.O. 11652: GDS

TAGS: EFIS, EC

SUBJ: COASTAL COMMENTS ON ASSOCIATION AGREEMENTS WITH THE FISHING
INDUSTRY

1. FOLLOWING IS COLLECTION OF COMMENTS CONCERNING ASSOCIATION
AGREEMENTS PICKED UP BY COMMERCIAL OFFICER AND CONGEN DURING COURSE
OF FISH CATALOG SHOW.

2. BOTH ECUATUN (ECUATORIAN DE ATUN) AND EPNA (EMPRESA PESQUERA
NACIONAL) ARE ACTIVE IN DISCUSSIONS WITH STAR-KIST IN ATTEMPT TO
CONCLUDE ASSOCIATION AGREEMENTS. ECUATUN IS AUTONOMOUS CORPORATION;
SHARES HELD BY GOE COMISION DE VALORES AND SIMILAR GOVERNMENT
INSTITUTION IN CHILE. PLANT, LOCATED IN SALINAS, HAS 5,500-TON
FROZEN STORAGE CPACITY AND CAN FREEZE 80 TONS PER DAY. COMPANY
PRESIDENT IS CRISTOBAL FLORES.

3. OSWALDO TRUJILLO, FOMRER MANAGER OF INEPACA (VAN CAMP) IN
MANTA, BECAME MANAGER OF ECUATUN ON JUNE 3. (IRONICALLY, TRUJILLO
TOLD US ON MARCH 6 HE BEING PRESSED BY GOE TO TAKE POSITION AS
CONFIDENTIAL

PAGE 02 QUITO 03732 061817Z

UNDER SECRETARY FOR FISHERIES AND THAT RIVADENEIRA WOULD BECOME
MANAGEROF ECUATUN - GUAYAQUIL 224). TRUJILLO RETURNED TO
GUAYAQUIL MAY 30 AFTER 4-DAY VISIT TO LIMA WHERE HE TALKED WITH
FOUR-MAN STAR-KIST DELEGATIION THAT LATER CAME TO GUAYAQUIL FOR

DISCUSSIONS WITH EPNA. (STAR-KIST TEAM CONSISTED OF JOHN REAL, GEORGE GLIGO, P. GLIGO, AND BRANKO KUNJIC. LAST-NAMED IS PROJECT MANAGER FOR LATIN AMERICA AND BASED IN LIMA. FIRST-NAMED WAS HEAD OF DELEGATION AND IS BASED IN SAN DIEGO.)

4. TRUJILLO SAID THAT HE AND STAR-KIST HAD SERIOUS INTEREST IN ASSOCIATION AGREEMENT THAT WOULD BRING TWO STAR-KIST PURSE SEINERS (WITH NECESSARY CREW) UNDER CONTRACT WITH ECUATUN IN NEAR FUTURE. NEXT STEP IN NEGOTIATIONS IS FOR STAR-KIST TO SEND TRUJILLO A FORMAL LETTER OF INTEREST. IF ALL GOES WELL, TRUJILLO EXPECTS AGREEMENT TO BE OPERATIONAL BY AUGUST. TRUJILLO SAID HE ALSO HOPES WORK OUT SIMILAR AGREEMENT BETWEEN STAR-KIST AND PESQUERA DEL PACIFICO IN MANTA (HE IS PART-OWNER THIS FIRM).

4. ON MAY 30 VINCENTE TAMARIZ (EPNA) MET WITH STAR-KIST TEAM FROM 1100 TO 1530. SUB-SECRETARY RIVADENEIRA WAS SCHEDULED TO PARTICIPATE BUT WAS A NO-SHOW. TTAMARIZ SAID HE ALSO EXPECTING LETTER OF INTENT FROM STAR-KIST WITH PROVISION OF TWO PURSE SEINERS UNDER ASSOCIATION AGREEMENT WITH EPNA. TAMARIZ BELIEVES NEGOTIATION WILL PROCEED RAPIDLY. HE ALSO DICKERING WITH WESTGATE AND PAN FISHERIES, BOTH LOCATED IN SAN DIEGO.

5. WILSON ARROYO, DIRETOR GENERAL OF FISHERIES, COMMENTED ON ASSOCIATION AGREEMENTS ON MAY 31. HE SAID THAT THE DRAFT "REGLAMENTOS" OF THE FISH LAW NO LONGER CONTAINED ARBITRARY LIMIT ON NUMBER OF FOREIGN CREWMEN PERMITTED ON A FOREIGN FLAG VESSEL UNDER ASSOCIATION AGREEMENT. HE SAID THAT ANY CREW POSITION REGARDED AS "INDISPENSABLE" COULD BE FILLED BY FOREIGN NATIONAL. HIS OFFICE, IN CONJUNCTION WITH MERCHANT MARINE, WILL DECIDE WHICH POSITION CAN BE CLASSIFIED AS "INDISPENSABLE". HE ADDED THAT FOREIGN NATIONAL CREW MEMBERS WOULD BE CONSIDERED SUBJECT TO LAWS OF COUNTRY OF SHIP REGISTRATION BUT THAT INCOME GENERATED BY SHIPS' FISHING ACTIVITES WOULD BE CONSIDERED PART OF TOTAL INCOME OF INTEGRATED ENTERPRISE WITH WHICH SHIP ASSOCIATED AND THEREBY ENTITLED TO TAX EXEMPTION AND OTHER BENEFITS OF NEW FISH LAW.

6. RAMON GONZALEZ, DEL MONTE MANAGER, SAID MAY 30 THAT ASSOCIATION CONFIDENTIAL

PAGE 03 QUITO 03732 061817Z

AGREEMENT WITH B AND B FISHERIES OFF TO A ROCKY START. FISHING BOATS HEADED FOR GALAPAGOS DECIDED CATCH FISH EN ROUTE, WERE TAKEN INTO ESMERALDAS AND FINED FOR FISHING IN AREA NOT INCLUDED IN AUTHORIZATION AGREEMENT. GONZALEZ SAID PROBLEM WAS THEY TRIED TO FISH IN ECUADOR LIKE THEY DO IN ALASKA - GO WHERE THE FISH ARE. APPEARS THAT ASSOCIATION AGREEMENTS MUST BE ADHERED TO RIGIDLY. GONZALEZ BELIEVES B AND B LIKELY TO LOSE ONE MILLION DOLLARS UNDER TERMS OF ASSOCIATION AGREEMENT. IT SEEMS THAT THIS FIRST AGREEMENT WILL SET POOR PRECEDENT FOR FUTURE.

7. COMMENT.

A. OUR CONTACTS BELIEVE "REGLAMENTOS" NOW IN FINAL FORM AND WILL

BE PUBLISHED SOON.

B. WE AGREE WITH PARA 6 OF QUITO'S 3650 THAT TAMARIZ'S RESERVE
IN CONFERRING WITH U.S. TUNA INDUSTRY AS A WHOLE IS CAUSED BY
SUCCESS OF HIS NEGOTIATIONS WITH INDIVIDUAL U.S. COMPANIES.

C. WE DO NOT AGREE WITH PARA 3 OF QUITO'S 3649 THAT TONNAGE
LIMITATION IS BASED ON DESIRE TO FORCE U.S. TUNA BOATS INTO
ASSOCIATION AGREEMENTS. PARA 3 OF QUITO'S 3022 FEPORTED THAT
THIS MEASURE AIMED AT PERUVIAN FLEET AND WE CONCUR. THIS SAME
RATIONALE MOST RECENTLY REPORTED TO US BY OSCAR CORNEJO, MANAGER
OF PESQUERA GARRIDO IN POSORJA.

DEWITT

UNQUOTE: BREWSTER

CONFIDENTIAL

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 02 APR 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 JUN 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973QUITO03732
Document Source: ADS
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: 11652 GDS
Errors: n/a
Film Number: n/a
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730634/abqceasa.tel
Line Count: 125
Locator: TEXT ON-LINE
Office: n/a
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 18 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18-Jan-2002 by martinjw>; APPROVED <08 FEB 2002 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COASTAL COMMENTS ON ASSOCIATION AGREEMENTS WITH THE FISHING INDUSTRY
TAGS: EFIS, EC
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005